

# **Producers Livestock Auction Co.**

**68 YEARS OF SERVICE**

As **YOUR** Full Service Market

Office 325-653-3371

[www.producersandcargile.com](http://www.producersandcargile.com)

**September/October 2022**

## **Cattle News from Producers:**

Considering the state of the economy, historically high feed costs, freight costs, fuel costs and most certainly the drought conditions we have seen for the past year, we should probably be thankful for how well the calf market has held up. Really light calves, under 300 pounds, were harder to place and saw some limited demand but better quality calves weighing over 350 pounds stayed in demand with plenty of buying power. Of course, this year the flesh condition was in the buyers' favor and health conditions remained favorable throughout the spring and summer. Not often do calf prices improve going into the fall season but this year could be the exception! Shortened supplies, beneficial moisture over a broad area and good prospects of winter field grazing for many north of here should certainly help those with calves left to market.

As you all are very aware, heavy culling of middle-aged to older cows throughout the year and especially this summer put plenty of pressure on that market. The price spread between the smaller framed, thinner fleshed cows and the heavier high yielding cows continues to widen and is certainly unprecedented. Many lifelong cow buyers and cattle dealers have commented they have never seen such a huge price differential. During a drought, we all know someone or something will suffer and this time it was definitely the cow market. The last few weeks of broad rainfall over a big portion of Texas has pushed that market higher and hopefully that will continue.

*Jody Frey, cattle sale mgr (325) 234-7895*

## **Sheep and Goat News:**

Man, what a dry spell. Many said the 2011 drought was a once in two hundred year event but many also say that this year has been worse for them. I know it has been for both myself and Cargile Ranch Company. Producers Auction has been a busy place with the sell-off of all classes of livestock. Through the year, we have sold lots of very light lambs and kid goats as well as big numbers of nannies. To my surprise, not as many ewes have sold as I would have imagined. With the very large sell-off of nannies, I feel certain the kid numbers will be short this winter which should give us a great market on those at the right weights.

The ethnic market got a good deal softer after July 4<sup>th</sup> holiday but has gained back value since. I have no reason to not believe we will see an increase as we get further into fall. For the past seven years, between Thanksgiving and Christmas the market has gotten a lot higher and stayed that way until numbers increase in the spring. Many have finally gotten some moisture and can back off and regroup, as many have sold lots of their cattle but have tried to keep their sheep and goats. After all, lots of our area is best suited for sheep and goat production and the payout has been good if you get those kids and lambs to market at the right weights. High feed cost and predation have been major issues this year. We have to drive forward and things will change. Stay after those varmints as we have good demand for our sheep and goats.

I must mention the traditional lamb market which has had its problems lately. The major packers witnessed a really good upswing in the market prior to this time last year at the retail level with people trying lamb that never had it before and they were coming back for more. This had changed by the end of 2021. It just might be that we priced ourselves out of the market so we lost most of all we had gained through the Covid mess. We now again have an over-supply of heavy lambs, 200 pounds plus, that are not moving. Many commercial lamb feeders are losing over \$200 per head on those overweight old crops if they can get them sold and are not buying feeder lambs for next year. This has taken a toll on wool feeder lambs in western and northern states. Most of these lambs weigh from 90 to 130 pounds and are not as attractive to the ethnic buyers as the groups are large and far away from the major ethnic populations. Ethnic demand in our area tends to prefer lighter weights, under 75 pounds, and lambs and goats weighing 60 to 65 pounds actually sell at the highest price per pound.

*Benny Cox, sheep sale manager (325) 234-4277*

## **General News:**

Of the utmost importance to the livestock industry is the care and well being of our livestock. We all use different medications in our attempt to raise quality livestock and provide a safe and healthy product to the consumer. Recently I was visited by an investigator of the FDA at Producers Livestock who was attempting to do a traceback on a goat that showed moxidectin (Cydectin) residue in its carcass when slaughtered. **This chemical is not approved for use in goats.** One may think because a chemical is approved for sheep that it is approved for goats. This is not always the case.

The result of an innocent mistake with a chemical can have disastrous consequences for the market. The FDA threatened to issue an injunction against the market that sold the animal and/or the buyer of the animal that was sold to a packer if they can determine where or from whom the animal came, even though that market or buyer never gave the medicine in question to the animal in question. Should an injunction be levied against a market or buyer, it will put a livestock market and/or buyer out of commission and this will almost definitely have a severe detrimental affect on the price of all sheep and goats.

**There is a simple answer to avoiding a problem like this. Please read the label and do your homework before using anything on or in your animals!**

**We must all help to take care of the markets we have worked so hard to create and maintain and be certain we are providing the top quality product we all want to grow and harvest for the American public.**

*Charley Christensen, Gen Mgr. 325-234-4939*

## **Upcoming Schedule:**

<b>September 29</b>	<b>West Texas Rehab Sale</b>
<b>October 1</b>	<b>Isa Bull Sale</b>
<b>October 6</b>	<b>Special Cow Sale</b>
<b>October 13</b>	<b>Special Stocker Feeder Calf Sale</b>
<b>November 10</b>	<b>Special Cow Sale</b>
<b>November 17</b>	<b>Special Stocker Feeder Calf Sale</b>
<b>VACATION</b>	<b>November 19-26 Thanksgiving Holiday</b>
<b>December 8</b>	<b>Special Stocker Feeder Calf Sale</b>
<b>December 20</b>	<b>Last Sale of the Year---Sheep Sale</b>
<b>VACATION</b>	<b>December 21-January 1 Christmas Holiday</b>
<b>January 3, 2023</b>	<b>First Sale of the Year---Sheep Sale</b>

## **Order Buying & Private Treaty Sales:**

**Order buyers of all classes of sheep and goats as well as cattle. We can buy and sell sheep, goats and cattle for you at the weekly livestock auction or privately in the country. We are available to help you find and sell the right kind of livestock for your ranching operation. Give any of us a call.**

*Benny Cox – 325-234-4277*

*Jody Frey – 325-234-7895*

*David Quam – 325-656-8506*

*Charley Christensen – 325-234-4939*

**Feel free to call any of our Producers Livestock sales representative or managers for whatever information you may need to assist you with your program. Some names are above and here are the rest:**

Andy Knight-Yard foreman-325-234-2082

Bill Willis-Inventory Control office-325-656-5940

Sales & Sorting: Lon Felts-325-656-4699

Mike Matthiesen-Controller-325-340-3816

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